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# The Supplier

An information bulletin for suppliers

No. 12 Fall 1992

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## Procurement Using Electronic Commerce

In a move to advance federal procurement further into the age of electronic commerce, Supply and Services Canada has begun "test-driving" an Electronic Procurement Management Model with its employees and clients.

The Model, based on an existing procurement system, will assist SSC in the development of its fully automated procurement systems by 1993/94. This is part of SSC's Acquisitions 2000 Project.

SSC wants to use EDI-based systems to make the purchasing process more efficient, paperless from beginning to end and transparent to buyers and suppliers.

Suppliers can look forward to faster turn-around times for many transactions including the payment of invoices. For example, staff in client departments will be able to buy directly from suppliers through their

PCs for routine purchases with no direct buyer involvement.

EDI will allow suppliers to cut down on paperwork. Everything in the purchasing cycle from the request for proposal to the invoice and payment will eventually be done without paper.

Paper will still be necessary for more complex contracts, but

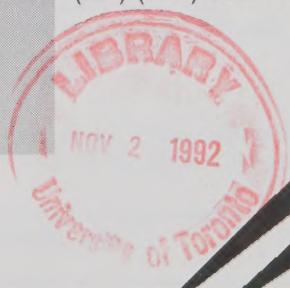
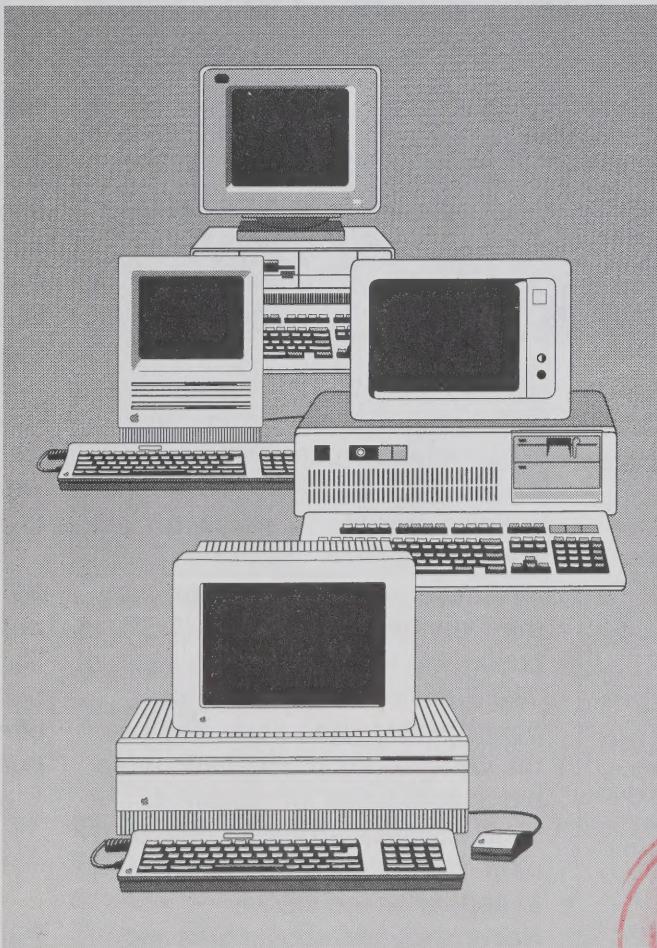
new electronic mail (e-mail) and network fax facilities will make it easier for buyers, clients and suppliers to exchange information and assemble contracts.

Suppliers will be able to check on the status of requisitions and contracts as well as call up policy guidelines, instructions and other information from their PCs at any time.

The new systems will also benefit suppliers who don't use PCs. Communications and transactions between requisitioners, buyers and suppliers will be more efficient.

SSC plans to introduce its automated systems gradually in consultation with suppliers and clients.

For more information contact, Acquisitions 2000 Project, c/o Peter Elias, Manager Communications and Marketing, (819) 956-5268, (fax) (819) 956-6841.



# From the Minister's desk...

Every year Supply and Services Canada sets out with a shopping list of products and services totalling about \$8 billion. Canadian taxpayers and our client departments in the federal government expect us to get value for those billions, and suppliers expect us to deal fairly with them. Obviously, an operation of this size has to work efficiently to meet those expectations.

*Nova Leather of Stellarton, N. S., has used the Open Bidding System to obtain contracts to supply the RCMP with Sam Browne belts. Minister Paul Dick is shown here with Constable Kevin Mallay; Harold French, Marketing Manager; and Joan Treby, Secretary Treasurer. The contracts, worth a total of \$260,000, have also helped the company launch a new product line which they market to municipal police forces, private security operations and other customers with similar requirements.*



By embracing new technology and continuing to open up the procurement process we are meeting our responsibilities to the supplier community, taxpayers and our clients.

I'm very pleased to report that the Open Bidding Service (OBS) is continuing to expand. This issue of *The Supplier* outlines the latest developments and describes how the OBS will soon offer even more bid opportunities for suppliers.

Purchases arranged directly by other federal departments will start to appear on the OBS in November, and subscribers will soon see an expanded

international opportunities section and have access to some provincial government purchasing.

An article on electronic procurement gives you an update on what SSC is doing to make the purchasing process more efficient, paperless from beginning to end, and transparent to buyers and suppliers. Our Acquisitions 2000 team has been developing electronic data interchange systems that, over the next few years, will allow us to eliminate paper from the entire purchasing cycle. This promises to be a more efficient system that will benefit everyone by speeding up the transmission of information.

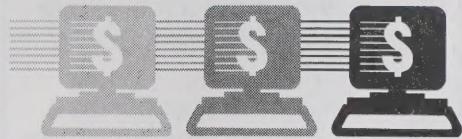
In this issue we are also reprinting part of an article from a business publication which gives SSC high marks for some recent improvements we made in our procedures. Indeed, we are continuing to work with various business groups to simplify the procurement process.

It's good to receive this kind of feedback from industry to confirm that the changes we've been working on really do make it easier to do business with us.

Future issues of *The Supplier* will give more progress reports on our modernization projects. At Supply and Services, we place a priority on efficiency and effectiveness, and will continue to build on our successes.

Paul Dick  
Minister of Supply and Services

# More opportunities to bid coming to OBS



SSC's Open Bidding Service (OBS) is gearing up to advertise more bid opportunities for suppliers. The first of these new opportunities will start appearing in November when the OBS will be available to all federal departments to advertise their contract requirements.

This development supports a new government policy that encourages federal departments and agencies to use the OBS for purchase requirements. Although SSC purchases most federal goods valued over \$25,000 and many service contracts, thousands of service opportunities are contracted by other federal departments.

The provincial governments are another potential source of opportunities. Some provinces are expected to begin using the OBS to advertise their requirements as early as November.

The OBS — operated for SSC under a licence to Information Systems Management Corporation — was launched in June 1992. It gives suppliers of goods and services to SSC fast, effective and, above all, equal access to government contracting opportunities of \$25,000 or more.

The Service provides subscribers with access to a database of SSC procurement

*This fall, the OBS has been averaging 50 new subscribers daily.*

*There are now over 6,600 subscribers.*

*To date, the OBS, which now offers courier and facsimile transmission of bid documents, has been displaying about 50 new opportunities daily, for a monthly average of about 1,000.*

**Subscribe to the Open Bidding Service from 8:00 am to 7:00 pm, Eastern time, by contacting:**

**Nation-wide**  
**1-800-361-4637**

**National Capital Region**  
**(613) 737-3374**

requirements. It is now the only source of bid documents for requirements covered under SSC's Open Bidding Policy.

The OBS will also be expanding its international opportunities section, which currently lists all of the American opportunities available to Canadian suppliers under the Canada-US Free Trade Agreement. The Canadian International Development Agency (CIDA) plans to start advertising opportunities

resulting from its involvement in developing countries.

Also under way are plans to enable the OBS to distribute bid packages electronically to subscribers. Once implemented in early 1993, suppliers will be able to download all the information they need to prepare a bid response electronically. As well, the OBS will soon display Contract Award Notices to inform OBS subscribers of successful contract bidders and will publish an electronic directory of Canadian General Standards Board standards.

Under development for the new year is a bid matching service which will automatically match subscribers with government contract opportunities on a daily basis. Subscribers will be notified each time an opportunity matches a profile established by the subscriber on the system.

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Correspondence may be addressed to:

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Communications and External Relations Directorate  
Supply and Services Canada  
Ottawa, Ontario  
K1A 0S5

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# Opening Day



Supply and Services Canada's Eastern Quebec Region acquisitions office moved recently to Ste-Foy. Pictured here at the new office are, from left, Paul Shoiry, Human Resources Counsellor, Jacques Parent, Senior Program Advisor, Jean-Guy Guilbeault, Parliamentary Secretary to SSC Minister Paul Dick, Nicole Morin, Manager, Operations, Sylvain Roy, Manager, Management Services.

## Stocked Item Supply plans include opportunities for suppliers

The Stocked Item Supply Branch (SIS) of Supply and Services is moving ahead with plans that will give suppliers more opportunities to do business with the federal government. The plans are part of a move by the \$110-million-a-year operation to improve sales and delivery and to ensure that customers get the best value for their money.

The Stocked Item Supply Branch is the national retail and wholesale distributor of commercially available, frequently-used items for the Government of Canada.

Over the next three years, SIS will boost the number of items it sells from 3,800 to 5,500. It will do this by offering a choice of quality levels for some of the goods it carries, providing "good, better and best" alternatives. It will also increase the number of its "non-

stocked" items, special purchases of items not regularly stocked.

SIS is negotiating long-term agreements with some suppliers. The agreements will give SIS set prices from an assured source of supply. This will allow it to switch from "buying to stock" to "buying to sell." SIS will then be able to guarantee delivery to customers without having to warehouse all of the items covered under the agreements.

SIS is one of Canada's largest purchasers and distributors of office products. Its catalogue includes office supplies, furniture, janitorial products, computer supplies, medical and pharmaceutical supplies, and forms.

For more information, please call Robert Burwash, Director, Stocked Item Supply, (819) 956-1132.

## Furniture procurement on the table at symposiums

Office furniture suppliers, client departments and Supply and Services Canada buyers got together in July to help SSC's Office Innovation Group (OIG) redefine its approach to client service.

Participants met during a series of symposiums organized by OIG. They discussed SSC's role in procurement, purchasing authority for government departments, standing offers and the development of one-stop shopping for office furniture for SSC client departments.

"We're increasingly going to our clients and suppliers and asking them what they need from the procurement process," says OIG Manager Barbara Roesch.

"Before preparing our business plan for the next five years, it is essential for us to do a market analysis," continues Roesch. "This can only be accomplished through open and frank discussions with our clients and our suppliers."

During the joint sessions, clients and suppliers broke into separate groups to discuss their respective concerns. Then they met with SSC officials to recommend improvements. The symposiums were held in Halifax, Montréal, the National Capital Region, Toronto and Edmonton.

Part of SSC's Office Automation Services and Information Systems Directorate (OASIS), OIG specializes in the procurement of office furnishings.

For more information contact Barbara Roesch, Office Innovation Group, OASIS, (819) 956-1213.

# FedNor trade shows to showcase customer needs

**T**rade shows with a twist. They're called "reverse-innovative" shows and will be held this spring in Sudbury and Thunder Bay. Northern Ontario suppliers are strongly encouraged to take advantage of these opportunities to market their goods and services.

FedNor, the federal government's economic development initiative in Northern Ontario, encourages economic growth, diversification and income generation by supporting private enterprise throughout the region.

Representatives of the federal, provincial and municipal governments will participate in the shows as "exhibitors". Suppliers will be invited to find out what goods

and services these exhibitors need.

In addition, an array of new products produced by Northern Ontario suppliers will be on display. Also attending will be companies wishing to expand and seek out new markets.

"We want to match Northern Ontario suppliers with buyers who traditionally have not considered sourcing large purchases with a firm in the region," says FedNor Market Access Program (MAP) Director Mary Fisher-Smith.

"It really boils down to communication. Many companies in the FedNor region have goods and services required by government and industry right here in Northern Ontario. But not all buyers

are aware of their local availability."

FedNor MAP promotes supplier development and awareness through seminars and workshops; by providing consulting and referral services; and by encouraging government departments and agencies to buy from Northern Ontario companies, as well as assisting suppliers with domestic and international market opportunities.

The program is a joint venture of Supply and Services Canada and the FedNor Secretariat of Industry, Science and Technology Canada.

For more information, call FedNor's Market Access Program at 1-800-461-6021, or (705) 942-1351.

# FedNor

# A tip of the hat from industry association

*The following is an excerpt from an article written for *Seaports and the Shipping World* by J.Y. Clarke, President and Chief Executive Officer of the Canadian Maritime Industries Association (CMIA).*

It is not entirely uncommon for criticisms to be heard relating to a perceived complex, time-consuming, expensive and frustrating process of contracting with the Government of Canada for the purpose of responding to the Government's needs for products and services. Such negative remarks are usually directed to Supply and Services Canada. Sometimes they are constructively critical, but frequently are not. In any event, they tend to paint a somewhat sombre picture of SSC.

I am convinced that in the last few years, major strides have been made by SSC to streamline their procurement process, to revise out-of-date regulations and in general, to assist private industry to do business with the Crown. New systems have been developed, many procedures have been revised, and several major studies into important aspects of the procurement process have been implemented.

The Canadian Maritime Industries Association formed a "CMIA/Government Working Group on Marine Procurement" in 1988 to provide a forum where issues of concern, either to private industry or the Crown, could be tabled, discussed, and, if necessary, subjected to a comprehensive investigation.

I co-chair this Working Group with a senior official of SSC, and we meet three times a year and communicate between meetings. Our work has resulted in a large number of regulatory and procedural changes to the benefit of all concerned.

For example, as a result of the deliberations of our working group, SSC has now developed a series of standard contract documents, each set being applicable to a particular type of shipyard project.

We know that other private sector organizations and individual companies work with SSC to achieve improvements in the overall Government procurement process. To a large extent, changes resulting in streamlining, modernizing and simplifying any aspect of these processes benefit all suppliers to the Crown.

In my opinion, the leadership of SSC Minister Paul Dick, well complemented by the drive of SSC Deputy Minister Nick Mulder, have caused changes to occur which reduce the cost of doing business with the Crown, as well as shortening relevant time frames. In naval signal parlance, I say "Bravo Zulu!".

## Changes to Security Requirements in SSC Procurement

Beginning October 1992, all contractual documentation sent to suppliers for contracts with security requirements procured through Supply and Services Canada will include the form "SECURITY REQUIREMENTS CHECK LIST" - SRCL (TBS/SCT 350-103).

The form will be included with: Letters of Interest, Requests for Proposal/Quotation, Contracts and Standing Offers/Call-ups for both goods and services, or whenever security has been identified as part of a client's requirements.

For information about the forms, contact the contract officer identified on the procurement notice or the SSC Industrial & Corporate Security Branch at (819) 956-3681/3677.

## CGSB Has Moved

The Canadian General Standards Board has moved.

The new location is:

Canadian General Standards Board  
222 Queen St.  
14th and 15th floors  
Ottawa, Ontario  
K1A 1G6

Information: (613) 941-8700  
fax: (613) 941-8706

# Let's do Business

The Supplier Promotion Program at Supply and Services Canada provides Canadian companies, large or small, with advice and information to help them do business with SSC. Why? Because the federal government represents a growing annual market of \$8 billion and we want you to know about the procurement opportunities it offers.

Through Let's Do Business seminars held across Canada, SSC staff explain the latest developments in government buying. Level I seminars provide basic information needed to sell to the federal government. Level II seminars present more advanced information, focusing on specific topics.

Here's the list of seminars and related events planned for the coming months. Call your closest SSC office to confirm dates and locations.

## Upcoming Supplier Seminars — November 1992 to March 1993

Location	Date	Event	Co-ordinator
<b>B.C. Island</b>			
Nanaimo	Nov.	Level I	Gayle McDonald (604) 363-0559
Victoria	Nov.	Level I	
Victoria	Feb./93	Level I	
<b>B.C. Mainland/Yukon</b>			
Vancouver	Nov.	Level II - Food Industry	Carla McEachern (604) 666-1098
Vancouver	Jan./93	Level II - Central Removal Services	
Kamloops	Feb./93	Level I	
Kelowna	Feb./93	Level I	
Abbotsford	Feb./93	Level I	
<b>Alberta/N.W.T.</b>			
Calgary	Nov.	Level I	Lorna Hoey-Jones (403) 495-3704
Calgary	Nov.	Level I	
Edmonton	Feb./93	Level II	
Edmonton	Feb./93	Level II	
Calgary	Feb./93	Level II	
Calgary	Feb./93	Level II	
<b>Saskatchewan</b>			
Regina	Jan./93	Level I	Darlene Chuka (306) 780-7390

Location	Date	Event	Co-ordinator
<b>Manitoba</b>			
Winnipeg	Nov.	Level I	Donna Kardashinski (204) 983-8226
Winnipeg	Jan./93	Level I	
Winnipeg	Mar./93	Level II	
<b>Ontario</b>			
Toronto	Dec.	Level II	Johanne Seraphin (416) 670-6212
Trenton	Feb./93	Level I	
Niagara Falls	Apr./93	Level I	
<b>National Capital Region</b>			
Hull	Nov.	Level I	Lise Beauregard (819) 956-7052
Hull	Dec.	Level I	
Hull	Feb./93	Level I	
Hull	Mar./93	Level II	
<b>Eastern Quebec</b>			
Quebec	Nov.	Level I - seminar for Jeune Chambre de Commerce du Québec métropolitain	Danielle Gagnon (418) 648-3248
Quebec	Dec.	Level I - seminar for l'Association des femmes d'affaire du Québec	
Quebec	Feb./93	Level II - Green Plan	
<b>West Quebec</b>			
Sherbrooke	Nov.	Level I	Claude Martel (514) 496-2202
<b>New Brunswick/ P.E.I</b>			
Summerside	Mar./93	Level I	Beth Kirkpatrick (506) 851-2307
<b>Nova Scotia</b>			
Truro	Nov.	Level I	Margaret Ingraham (902) 426-8791
New Glasgow	Nov.	Level I	
Dartmouth	Nov.	Level I	
Bedford	Jan./93	Level I	
Halifax	Feb./93	Level II	
<b>Newfoundland</b>			
St. John's	Nov.	Level I	Mary Gosse (709) 772-5623

Endroit	Date	Colloque / événement	Coordonnateur	Le fournisseur
<b>Manitoba</b>				
Winnipeg	nov.	Niveau I	Donna Kardashinski	(204) 983-8226
Winnipeg	janv. 1993	Niveau I		
Winnipeg	mars 1993	Niveau II		
Ontario	déc.	Niveau II	Johanne Seraphin	(416) 670-6212
Toronto	fev. 1993	Niveau I		
Trenton	avr. 1993	Niveau I		
Niagara Falls	mai 1993	Niveau I		
Region de la Capitale nationale				
Hull	nov.	Niveau I	Lise Beauregard	(819) 956-7052
Hull	déc.	Niveau I		
Hull	fev. 1993	Niveau I		
Hull	mars 1993	Niveau II		
Quebec - Bureau de l'Est				
Quebec	nov.	Niveau I	Danielle Gagnon	(418) 648-3248
Quebec	nov.	Niveau I - Séminaire pour la Jeune Chambre de commerce		
Quebec	déc.	Niveau I - Séminaire pour du Quebec métropolitain		
Quebec	déc.	Niveau I - Séminaire pour l'Association des femmes d'affaires du Quebec		
Quebec	fev. 1993	Niveau II - Plan écologique		
Quebec - Bureau de l'Ouest				
Sherbrooke	nov.	Niveau I	Claude Martel	(514) 496-2202
Sherbrooke	mars 1993	Niveau I	Beth Kirkpatrick	(506) 851-2307
Nouvelle-Brunswick / J.-P.-E.				
Summerside	nov.	Niveau I	Margaret Langraham	(902) 426-8791
New Glasgow	nov.	Niveau I		
Dartmouth	nov.	Niveau I		
Bedford	janv. 1993	Niveau I		
Halifax	fev. 1993	Niveau II		
<b>Nouvelle-Ecosse</b>				
Truro	nov.	Niveau I		
New Glasgow	nov.	Niveau I		
Dartmouth	nov.	Niveau I		
Bedford	janv. 1993	Niveau I		
Halifax	fev. 1993	Niveau II		
<b>Terre-Neuve</b>				
St. John's	nov.	Niveau I	Mary Gossé	(709) 772-5623



# LONGC déménage

A computer d'octobre 1992, la documentation relative aux contrats envoyée aux fournisseurs, pour les contrats octroyés par ASC qui sont inclusira la formule « Liste de contrôle visées par les normes de sécurité, des mesures de sécurité, et d'autres d'intérêt, de demandes de proposition, d'estimations, de contrats et d'offres permanentes ou d'appels pour des biens et services, ou lorsqu'e la sécurité a été identifiée comme faisant partie des demandes des clients. Pour tout renseignement, communiquer avec l'agent de négociation de contrats inscrit sur l'avis d'acquisition ou avec l'agence de direction de la sécurité industrielle et ministérielle au (819) 956-3681/3677.

Office des normes générales du Canada vient de démenager. L'Office des normes générales 222, rue Queen générales du Canada K1A 1G6. Sa nouvelle adresse est : 14e et 15e étages Ottawa (Ontario) K1A 1G6. Renseignements : (613) 941-8700. Télécopieur : (613) 941-8700. (613) 941-8706.

**Modifications aux normes de sécurité pour les acquisitions**

**d'ASC**

Extrait d'un article publié dans « Seaports and the Shipping World », par J. Y. Clarke, président et directeur général de l'Association canadienne des industries maritimes (ACIM).  
 Il n'est pas rare d'entendre des critiques à l'égard d'un processus qui est perçu comme étant complexe, long, dispendieux et frustrant. C'est le cas des marchés publics que le gouvernement fédéral attribue pour répondre à ses besoins en matière de biens et services. Approvisionnements et Services Canada a l'habitude de recevoir de telles critiques négatives; il s'agit parfois de commentaires constructifs, mais c'est plutôt rare. De toute façon, elles forment une image plutôt négative d'ASC.  
 Je sais cependant qu'au cours des dernières années, ASC a fait de grands progrès pour rationaliser son processus. Je suis convaincu que les réformes des règlements deserts et, dans l'ensemble, pour aider les entreprises du secteur privé à faire affaire avec le gouvernement. De nouveaux systèmes ont été mis au point, bon nombre de procédures ont été repensées et plusieurs études d'acquisition, pour reviser les règlements deserts, dans l'Association canadienne des industries maritimes à forme en 1988 un « Groupe de travail conjoint d'ACIM et du gouvernement sur les approvisionnements maritimes » afin d'établir une plateforme ou on pourrait déposer, discuter et si nécessaire soumettre à une enquête minutieuse des questions intéressant l'industrie privée mais nous gardons contact entre les réunions. Grâce à notre ASC et moi-même. Nous nous rencontrons trois fois par année, Par exemple, suite aux discussions de notre groupe de travail, le processus global des acquisitions gouvernementales. Dans que des sociétés individuelles travaillent avec ASC pour améliorer notre qualité des fournisseurs de la Couronne. Selon moi, le leadership du ministre d'ASC, Paul Dick, et le mode miser est simple et permettra de rationaliser, l'ensemble, tout changement qui permettra de travailler avec ASC à la mise en œuvre des changements grâce auxquels il donc mes�ions cher pour faire affaire avec la Couronne. Je prends en compte moins cher pour faire affaire avec la Couronne. dans la marine : « Bravo Zulu! ».

# Chapitre à ASC

# Foires de FédNor

## Le fournisseur

Le Programme d'accès au marché de FedNor vise à sensibiliser les fournisseurs au moyen de colloques et d'ateliers, en leur fournissant des services de consultation et de renseignements et en incitant les ministères et les organismes gouvernementaux à acheter des entreprises du nord de l'Ontario. Il a également pour objectif d'aider des fournisseurs à trouver des débouchés sur les marchés nationaux et internationaux. Le programme est une initiative commune d'Approvisionnements et Services Canada et du Secrétariat FedNor à l'industrie, Sciences et Technologie Canada.

Une vaste gamme de nouveaux produits fabriqués dans le nord de l'Ontario servent d'expositions. Des sociétés désirant de nouveaux marchés ou trouver de nouveaux débouchés participeront également aux foires. «Nous désirons jumeler les fournisseurs du nord de l'Ontario aux acheteurs qui n'ont jamais envisagé la possibilité d'effectuer des achats dans cette région», déclare Mary Fisher-Smith, directrice du Programme d'accès au marché de FedNor. «Le secret réside dans la communication. Plusieurs sociétés visées par FedNor offrent des produits et services différents que le gouvernement et les entreprises utilisent dans la région même. Cependant, les acheteurs ne sont pas tous au courant de ce qui est offert dans leur propre région.»

## Meubles à l'ordre du jour des colloques

## Des débouchés aux fournisseurs

annoncée récemment la réinstillation de ses bureaux à Ste-Foy. Était-il présent lors de l'ouverture, de g. à d., Paul Shoiry, conseiller en ressources humaines, déraciné Parent, conseiller principal aux programmes, Jean-Guy Guibault, secrétaire parlementaire du ministre Paul Dílok, Nicole Morin, gestionnaire, Sylvain Roy, gestionnaire, Services de gestion.

Approvisionssements et Services Canadiens, Région de l'est du Québec, a

Digitized by srujanika@gmail.com

19. *Leucosia* (Leucosia) *leucostoma* (Fabricius) (Fig. 19)

19. *Leptostylus* (sensu lato) *lanceolatus* (L.) Steyermark

For more information, contact the U.S. Environmental Protection Agency's Office of Solid Waste and Emergency Response, Washington, D.C. 20460, (202) 265-2600.

11. *Leucosia* (Leucosia) *leucosia* (Linnaeus) (Fig. 11)

Digitized by srujanika@gmail.com

19. *Leucania* *luteola* (Hufnagel) (Plate 10, Figure 10)

19. *Leucosia* *leucostoma* (Fabricius) (Fabricius, 1781: 100. Type locality: India).

1996-1997: The first year of the new millennium, the first year of the new century.

19. *Leucosia* (Leucosia) *leucostoma* (Fabricius) (Fig. 19)

1990s, the city's population grew by 10 percent, and the number of households increased by 15 percent.

Quebec

Reggio Emilia, Italy

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Nouveau Bureau de Québec

# 30% OFF MEDICAL MIGRATION

Le fournisseur



se ction des marchés internationaux du SIOs où sont inscrits tous les projets de marchés aux Etats-Unis dont peuvent profiter les fournisseurs canadiens aux termes de l'Accord de libre-échange entre ces deux pays. L'Agence canadienne de développement international (ACDI) prévoit commencer à y annoncer les projets de marchés

Le SIOS, dont la licence a été accordée par ASC à Information Systems Management Corporation a fait ses débuts en juin 1992. Le système garantit aux fournisseurs de biens et de services d'ASC un accès rapide, efficace et surtout équitable aux projets de marchés de 25 000 \$ et plus. L'abonnement au service permet l'accès à une base de données sur les projets de marchés d'ASC. On ne peut maintenir obtenu de documents de soumission que par le SIOS. On élargira également la

Le Service des invitations ouvertes à soumissionner (SISO) d'Approvisionnements et Services Canada (ASC) se prépare à annoncer un plus grand nombre de projets de marchés. En effet, à compter de novembre, tous les ministères utilisent ce service à la nouvelle politique d'expansion fait suite à la mentale qui vise à encourager les ministères et les organismes fédéraux à recourir au SISO. ASC est responsable de la plupart des achats de biens de plus de 25 000 \$ ainsi que de nombreux marchés de services, mais les autres ministères attribuent des millions de marchés autre source de marchés. En fait, certains devraient commente des novembre à annoncer leurs



# Plus d'occasions de soumissionner grâce au SIS

# Département du bureau du Ministre ...

Paul DICK  
Ministre des Approvisionnements et  
Services

transmission de l'information. Nous imprimons dans ce numéro une encyclopédie, grâce à l'acclimatation de la bonne note pour les améliorations apportées à ses procédures. Nous continuons à travailler avec divers groupes d'affaire pour simplifier les commentaires de l'industrie, il est bon de recevoir ce genre de nous avons réalisé rendent vraiment la vie plus facile aux gens qui font confirmant que les changements que nous trouvez dans les procéhains numéros du *Fourmisier* projets de modernisation. A propos des autres compétences rendus sur l'efficacité nous autres méthodes l'empasie sur l'efficacité et l'efficience et nous essayerons de nous améliorer continuellement.

l'élargissement de la participation de la population dans les projets de développement local. Les associations de marchés internationaux ainsi que l'inclusion des projets de marchés provinciaux. L'article sur les achats électroniques vous donnera un exemple rendu des efforts faits par ASC pour rendre le processus d'achat plus efficace, entièrement électronique et plus transparent pour les acheteurs et les fournisseurs. L'équipement de projets d'acquisition 2000 travaille à la mise au point de systèmes d'échange de documents électroniques qui, au cours des années à venir, nous permettra d'éliminer la paperasserie de tout le processus d'achat. Il en résultera donc un système plus courant des années à venir, nous

Alors, à compter de novembre, les ministères fédéraux se serviront du SIOS pour annoncer les achats qu'ils effectuent sans notre intermédiaire. De plus, les fournisseurs pourront

L'information et la plus grande ouverture du processus d'achat nous permettent de prendre nos responsabilités envers les fournisseurs, les difficultés rencontrées et nos clients. Il me fait grand plaisir de signaler que le Service des invitations ouvertes à soumissionner (SISOs) continue de se développer. Vous retrouvez dans ce numéro du journal une explication au sujet de l'ouverture aux fournisseurs un nombre encore plus grand d'occasions de diffraux fournisseurs un nombre de description de la façon dont le SIOS



Chaque année, les achats effectués par Approvisionnements et Services Canada s'élèvent à 8 milliards \$. Les contribuables canadiens et nos ministres clients s'attendent à ce que nous en obtenions pour notre argent; les fournisseurs, quant à eux, s'attendent à ce que nous les traitons de manière efficace pour répondre à ces attentes.

La Société Nova Leather, de Stellarion (N.-E.), a utilisé le Service des invitations ouvertes à des soumissions pour obtenir les contrats en vue de la fourniture à la GRC de certains - bouchers. On voit ici le ministre, Paul Dicke, accompagné du gendarme Kevlin Mallay, de Harold French, commerçalistes et de la joan Tremblay, secrétaire-tresorier. Les contrats, totalisant 260 000 \$, ont aussi aidé la Société à mettre sur le marché une nouvelle ligne de produits destinés aux corps policiers municipaux, aux organismes de sécurité privés et à d'autres semblables.



## Les achats par système électronique

N° 12 Automne 1992

Un bulletin d'information à l'intention des fournisseurs

# Le قلوب بعثة مساعدة

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